

## Message Text

UNCLASSIFIED

PAGE 01 GUATEM 02786 301639Z

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ACTION EB-07

INFO OCT-01 ARA-10 ISO-00 COME-00 DOTE-00 MC-02 PM-03

DODE-00 USIA-15 /038 W

----- 123266

R 301529Z MAY 75

FM AMEMBASSY GUATEMALA

TO SECSTATE WASHDC 6908

UNCLAS GUATEMALA 2786

E.O. 11652: N/A

TAGS: EAIR, BEXP, GT

SUBJECT: CIVAIR-PROMOTIONAL TOUR, SIKORSKY S-58T HELICOPTER.

REF: STATE 120847

1. EMBASSY AND MILGP KNOW OF NO SUCCESSES OR POINTS WHICH SIKORSKY SHOULD FOLLOW UP IN GUATEMALA. ONLY APPARENT CIVILIAN LEAD THAT SIKORSKY HAS HERE WAS INTERESTED IN ONE OF COMPANY'S HELICOPTERS PRIOR TO DEMONSTRATION.
  2. RE PROMOTIONAL ASPECTS OF TOUR, IT DID MAKE THOSE GUATEMALAN MILITARY MEMBERS PRESENT AT DEMONSTRATION FAMILIAR WITH SIKORSKY AND ITS PRODUCTS. HERETOFORE, GUATEMALA MILITARY MARKET FOR HELICOPTERS HAS BEEN MONOPOLIZED BY OTHER U.S. FIRM, BELL HELICOPTERS.
  3. ON NEGATIVE SIDE, UNCERTAINTY OVER ACTUAL DATE OF DEMONSTRATION LIMITED AMOUNT OF PRE-DEMONSTRATION PROMOTIONAL WORK, THUS HINDERING ATTENDANCE AT DEMONSTRATION. ADDITIONALLY, AS SIKORSKY GROUP LEFT ALMOST IMMEDIATELY AFTER DEMONSTRATION THEY HAD LITTLE, IF ANY TIME, TO PURSUE POSSIBLE SALES LEADS.
  4. RE DEPT REQUIREMENTS FOR FUTURE TOURS, EMBASSY RECOMMENDS THAT ONLY VERY LIMITED ASSISTANCE BE PROVIDED BY EMBASSY & MILGP PERSONNEL IN AREAS WHERE THE MARKET IS MONOPOLIZED BY A COMPETING U.S. HELI-
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COPTER MANUFACTURER.

MELOY

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** CIVIL AVIATION, TRADE PROMOTION, EXHIBITS, HELICOPTERS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 30 MAY 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975GUATEM02786  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750190-0243  
**From:** GUATEMALA  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t1975056/aaaaafcw.tel  
**Line Count:** 62  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EB  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 STATE 120847  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** CunninFX  
**Review Comment:** n/a  
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**Review Date:** 05 AUG 2003  
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**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** CIVAIR-PROMOTIONAL TOUR, SIKORSKY S-58T HELICOPTER.  
**TAGS:** EAIR, BEXP, GT  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006